

LuxInsight

LUXURY HOUSING MARKET REPORT

Eastern Shore MD/DE Area

APRIL 2025

Luxury Summary



LONG & FOSTER
REAL ESTATE

Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

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EASTERN SHORE MD/DE AREA - APRIL 2025

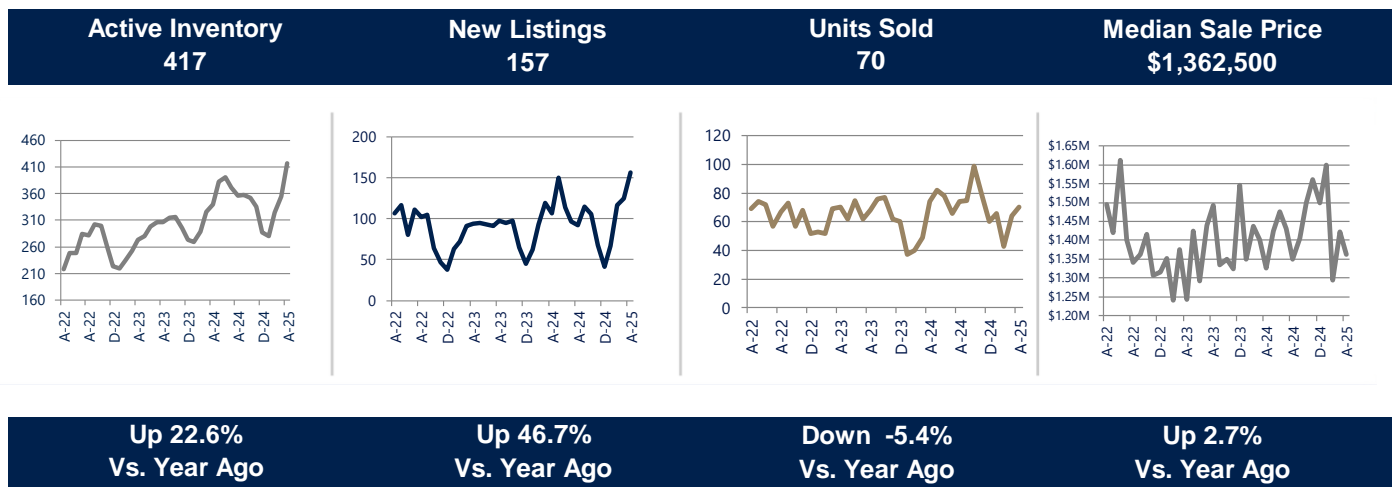
The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE HOMES \$1 MILLION+



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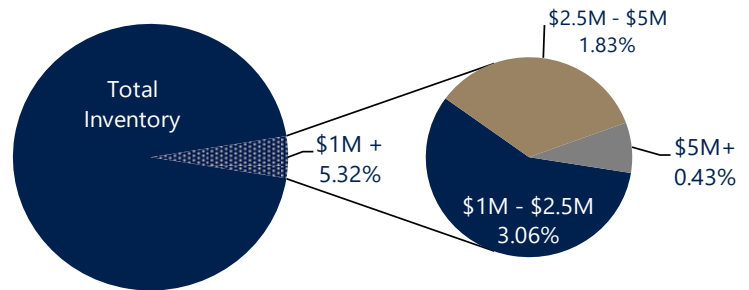
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Compared to last April, the total number of homes more than \$1 Million available this month was higher by 22.6% and higher by 52.7% compared to April 2023.

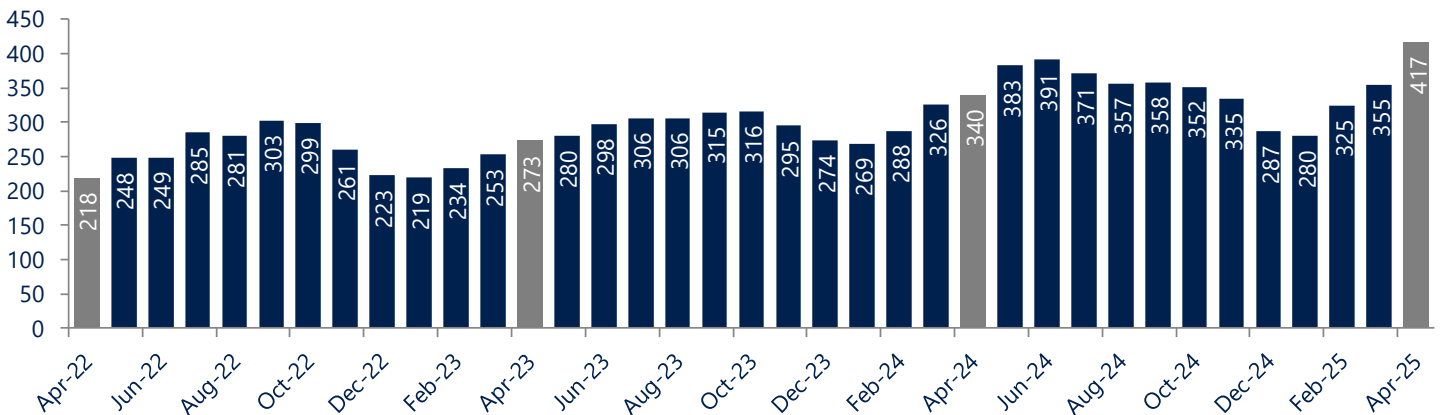
Active inventory this April was 17.5% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



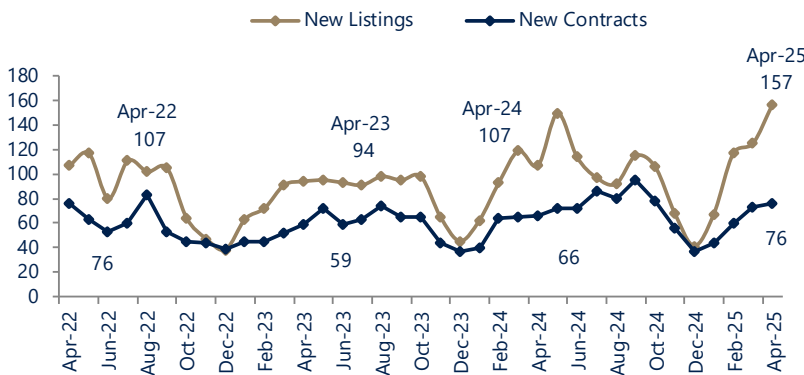
ACTIVE INVENTORY

HOMES \$1 MILLION+



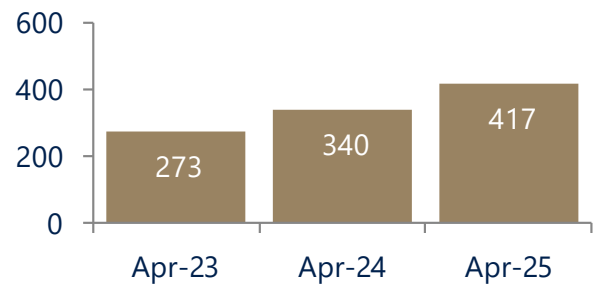
NEW LISTINGS & NEW CONTRACTS

HOMES \$1 MILLION+



ACTIVE INVENTORY

VERSUS PREVIOUS YEARS
HOMES \$1 MILLION+

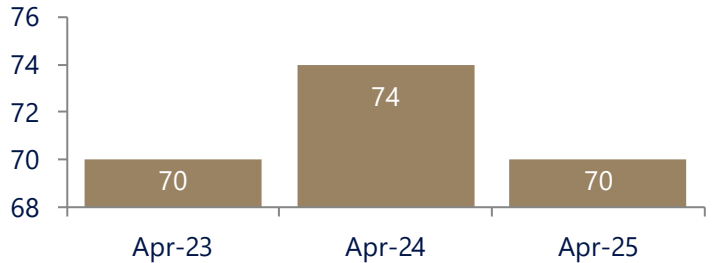


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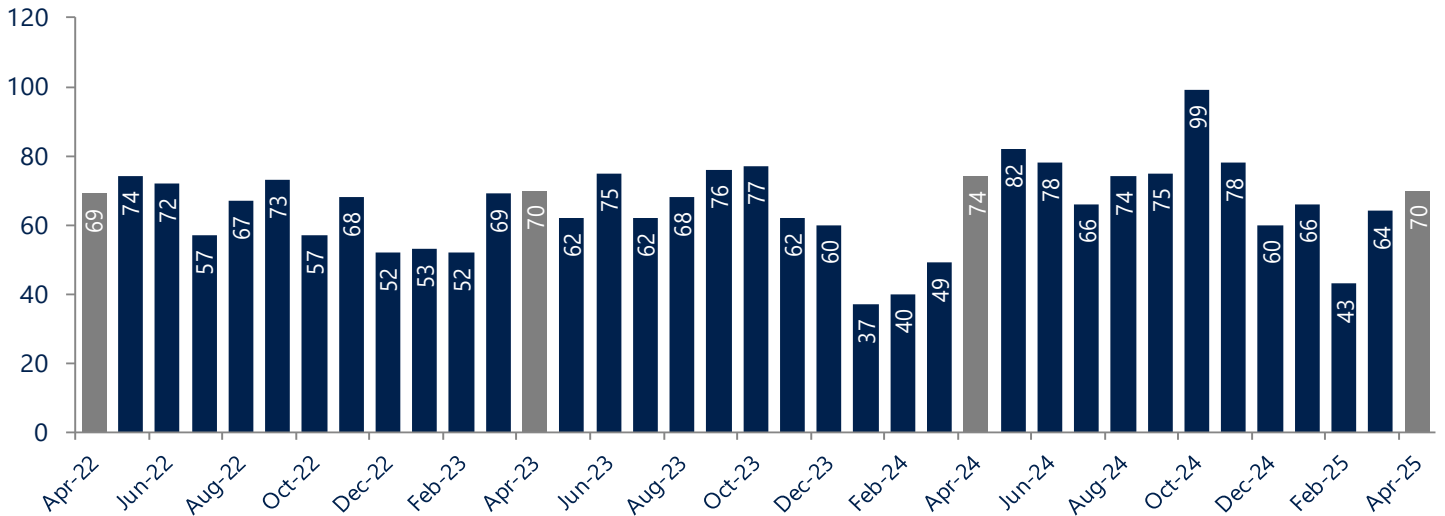
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 5.4% versus last April and similar compared to April of 2023.

There was an increase of 9.4% in luxury units sold in April compared to March of this year.

UNITS SOLD
VERSUS PREVIOUS YEARS
HOMES \$1 MILLION+



UNITS SOLD
HOMES \$1 MILLION+



RECENT SELECTED LUXURY SALES

HOMES \$1 MILLION+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 28, 2025	Fenwick Island	19944	\$5,695,000	\$5,950,000	104.5%	2	✓	✓
April 23, 2025	Rehoboth Beach	19971	\$4,650,000	\$4,500,000	96.8%	100	✓	
April 7, 2025	Bethany Beach	19930	\$2,199,000	\$2,130,000	96.9%	283		✓
April 11, 2025	Bethany Beach	19930	\$2,100,000	\$1,800,000	85.7%	25	✓	✓
April 25, 2025	Stevensville	21666	\$1,750,000	\$1,667,500	95.3%	235		✓
April 1, 2025	Dewey Beach	19971	\$1,645,000	\$1,590,000	96.7%	13		✓
April 29, 2025	Saint Michaels	21663	\$1,595,000	\$1,500,000	94.0%	19	✓	
April 16, 2025	South Bethany	19930	\$1,495,000	\$1,495,000	100.0%	27	✓	✓
April 24, 2025	Bethany Beach	19930	\$1,389,000	\$1,409,000	101.4%	12	✓	✓
April 16, 2025	Grasonville	21638	\$1,485,000	\$1,387,500	93.4%	22		✓

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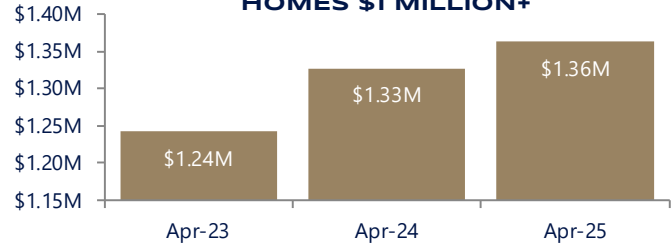
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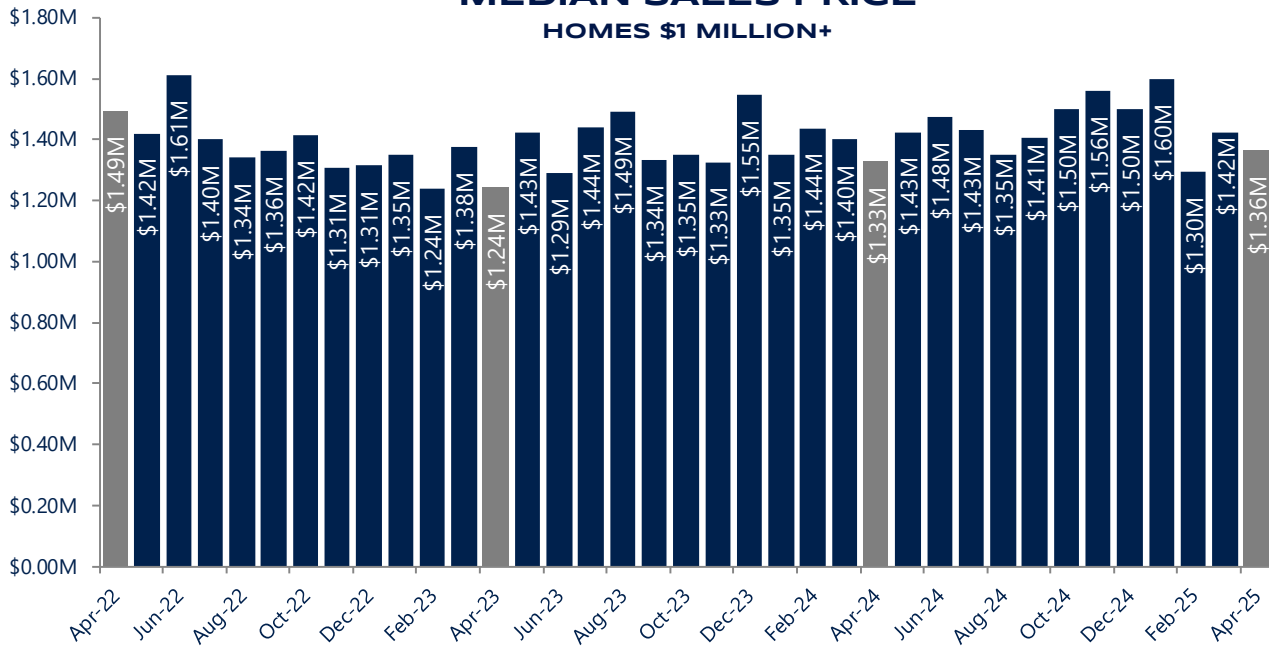
In April, the median sales price for homes more than \$1 Million was \$1,362,500, an increase of 2.7% compared to last year.

The current median sales price was lower by 4.2% than in March.

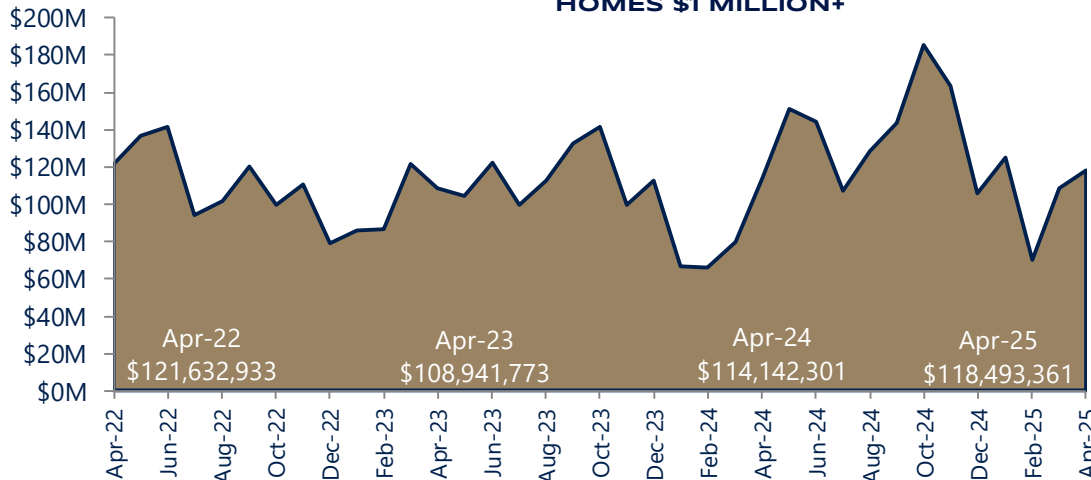
MEDIAN SALES PRICE VERSUS PREVIOUS YEARS HOMES \$1 MILLION+



MEDIAN SALES PRICE HOMES \$1 MILLION+



TOTAL DOLLAR VOLUME SOLD HOMES \$1 MILLION+



Total volume sold this April was 3.8% higher than the same month one year ago.

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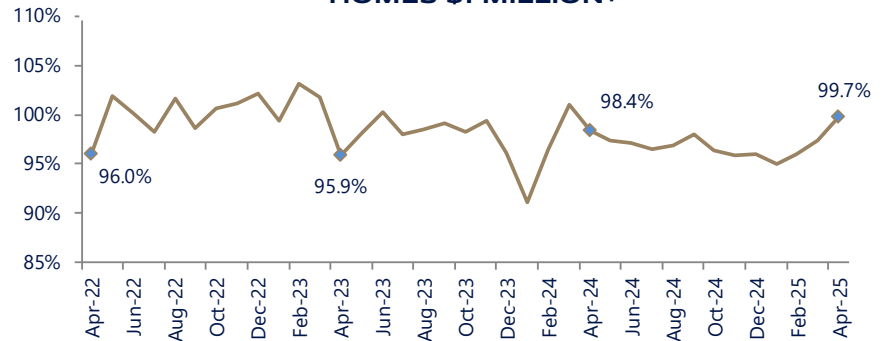
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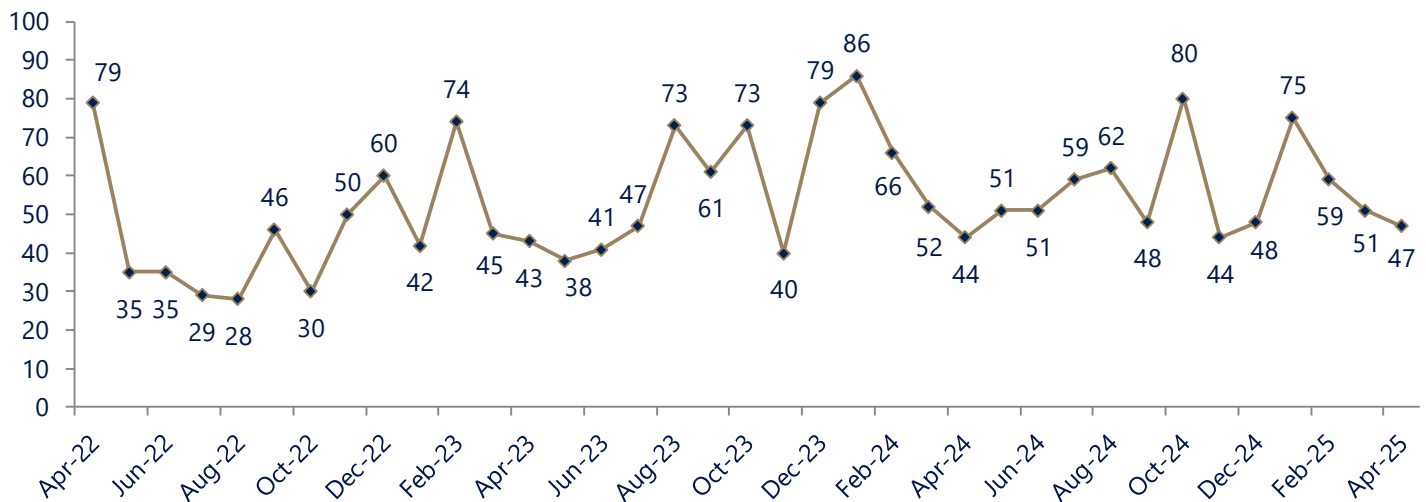
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In April, the average sale price for homes more than \$1 Million was 99.7% of the average list price, which is 1.3% higher than at this time last year. This month, the average number of days on market was 47, higher than the average last year, which was 44, an increase of 6.8%.

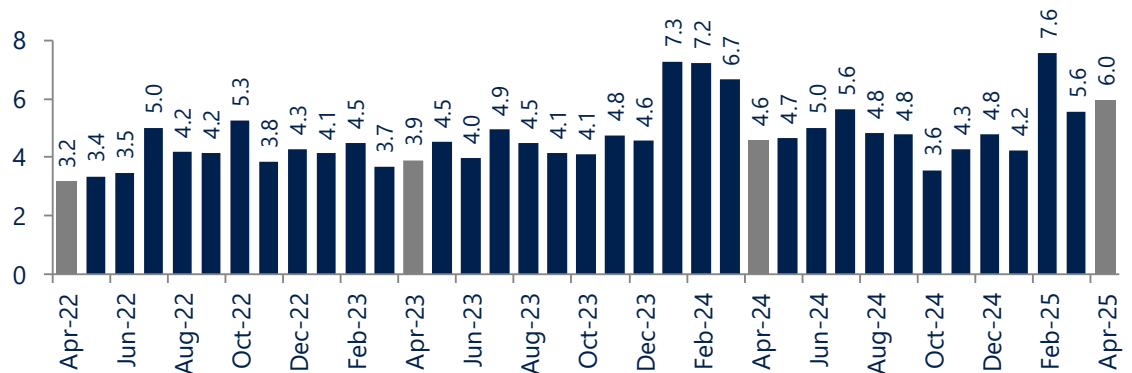
SALE PRICE AS % OF LIST PRICE HOMES \$1 MILLION+



DAYS ON MARKET HOMES \$1 MILLION+



MONTHS OF SUPPLY HOMES \$1 MILLION+



In April, there were 6.0 months of supply available, compared to 4.6 in April of 2024. That is an increase of 30.4% versus a year ago.

EASTERN SHORE MD/DE AREA - APRIL 2025

References & Definitions

EASTERN SHORE MD/DE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for Caroline, Dorchester, Kent, Queen Anne's, and Talbot, Counties in Maryland is supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Somerset, Wicomico, and Worcester Counties in Maryland is supplied by Coastal MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Sussex County in Delaware is supplied by the Sussex County MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities include in this area are: Caroline, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties in Maryland and Sussex County in Delaware.

Analysis dates for all regions are April 1, 2022 through April 30, 2025.

Contacts & Disclaimers

MEDIA CONTACT

Suzanne Pilcher

Email: media@longandfoster.com

CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc. Senior Market Research Analyst

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

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